A2140-1

PAPER MERCHANT SALES REPORT - NPTA - June 1991

Regions	Sales Per Selling Day Changes 06/91 to 06/90	06/91 to 05/91	YTD 1991 to 1990	Month End AR Days 06/90	06/91	Inventory Days (End) 06/90	06/91
INDUSTRIAL							
Region 1	.3	3.5	1.8	42	41	57	58
Region 2	1.3-	1.1	2.4-	38	38	61	56
Region 3	2.2	6.2	1.6-	36	36	58	55
Region 4	.0	7.1	2.3-	40	44	57	60
Region 5	.2-	.8	.8	34	35	54	53
Region 6	1.0-	8.4	7.1-	41	44	77	67
Region 7	6.9	1.1	7.0	33	34	54	61
Region 8	2.6	.5-	.1-	35	36	54	54
Region 9	5.1-	1.6	2.8-	38	37	52	46
NY Metro	.2-	7.0-	5.5	44	48	**	**
CHI. Metro	14.5-	10.5-	5.2-	39	42	67	53
LA Metro	1.1-	4.1-	.4-	41	42	56	59
US	**.3**	**3.1**	**1.1-**	**37**	**38**	**57**	**54**
PRINTING							
Region 1	11.2-	7.6-	8.1-	44	44	48	48
Region 2	7.0-	.4	4.4-	43	46	64	62
Region 3	2.0-	.9-	1.7-	41	41	78	70
Region 4	9.0-	6.6	4.8-	45	47	65	68
Region 5	1.9-	.1-	3.4-	38	38	74	77
Region 6	12.6-	5.3-	3.3-	41	41	79	77
Region 7	3.6-	4.4-	1.9-	37	38	62	64
Region 8	7.6-	4.5	4.0-	38	39	68	65
Region 9	1.9	5.8	2.7	37	38	62	56
NY Metro	5.9-	11.2	7.4-	43	45	66	65
CHI. Metro	18.9-	7.7-	6.4-	41	43	66	60
LA Metro	16.8-	8.9-	4.7-	41	39	85	86
US	**7.9-**	**.2**	**4.2-**	**41**	**42**	**70**	**69**

JUNE SALES CHANGES. PRINTING sales show a decrease for the fifth month in a row. Chicago Metro shows the greatest decrease. INDUSTRIAL sales show a minimal monthly increase, but year-to-date sales are still negative. Region 7 (which has not had a good past two years) shows the greatest increase for the year.
DAYS OUTSTANDING for June show minimal changes from the previous year or from June, 1990.
INVENTORY DAYS are slightly higher than in May but under the June 1990 figures.

** indicates NPTA was unable to calculate valid numbers for a given measure, in this case NY Metro Industrial inventory days.

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NPTA REGIONS

1: CT, ME, MA, NH, RI, & VT
* 2: DE, DC, MD, NJ, NY, & PA
3: AL, FL, GA, NC, SC, TN & VA (Exc. Memphis)
4: KY, OH, MI, & WV
5: CO, IA, KS, MN, MT, NE, ND, SD, & WY
* 6: AZ, CA, HI, NM, NV, & UT
7: AR, LA, MS, OK, & TX (& W. Tenn)
* 8: IL, IN, MO, & WI
9: AK, ID, OR, & WA
* - Excluding Metro areas below

NY Metro: New York City, Long Island, & Westchester County - In NJ; Counties of Bergen, Essex, Hudson, Middlesex, Passaic, & Union
Chicago Metro: Chicago and counties of Cook, DuPage, & Lake - In IN; Lake county
LA Metro: Los Angeles and San Diego, counties of Los Angeles, San Diego, Orange, & Ventura, plus parts of Riverside & San Bernadino